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**WHEN SELLING IS NOT THE ONLY ANSWER.**

03

*"My investor is asking harder questions than what will it rent for?"*

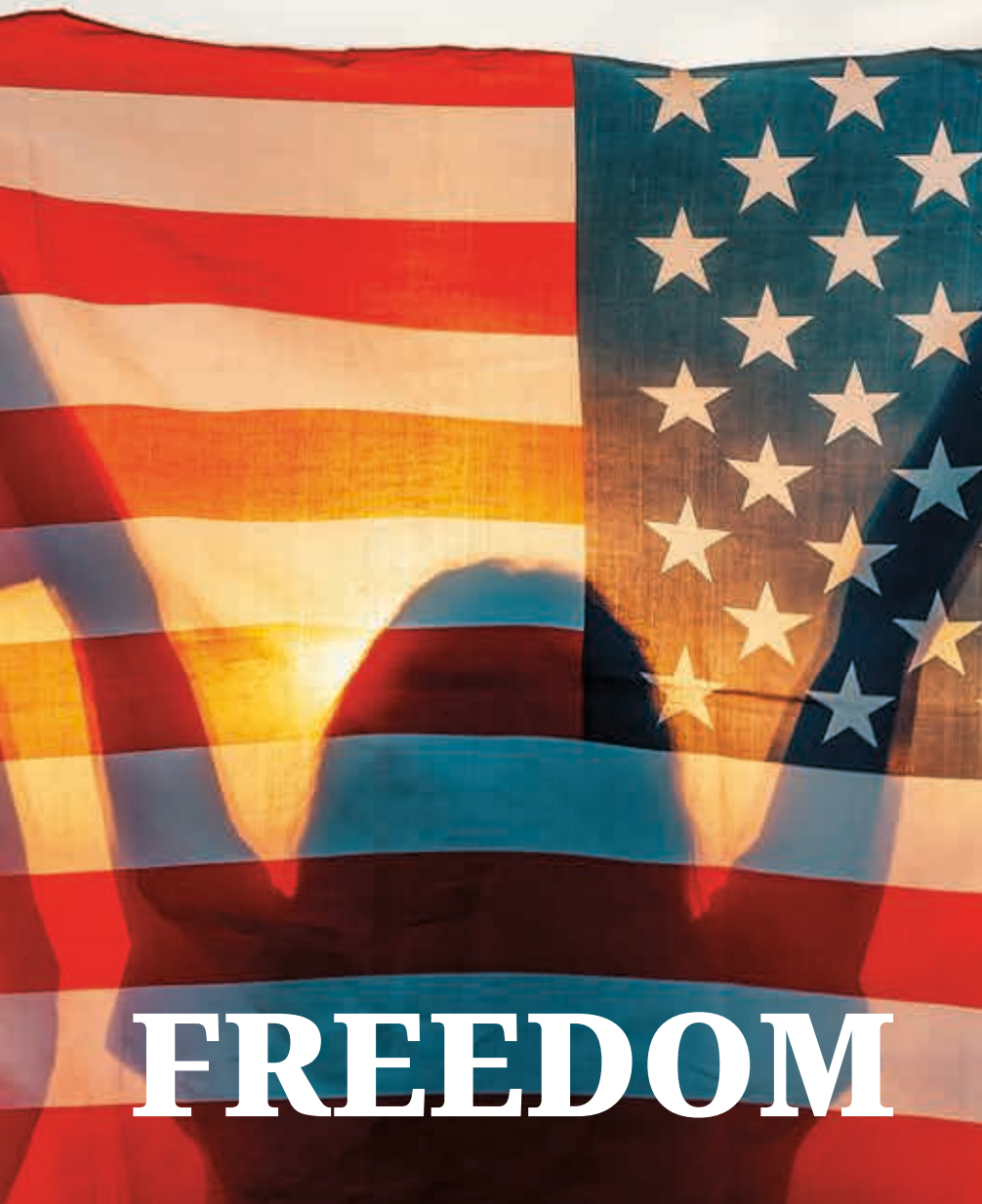
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July 4th has always been a favorite holiday for our family. Not only does the day hold momentous weight for our country, but my daughter Zoe has always loved and been mesmerized by fireworks. I remember one year as a small baby, she actually slept through them, to our amazement! The annual celebration of our nationhood and the freedom it represents provides an opportunity to pause, reflect, and offer gratitude for the gift of living in this great nation. There is a scene in the movie *The Sandlot* that captures this feeling so well: the boys are going to play an evening game on the field while the neighborhood is

having a picnic to celebrate the holiday. “America the Beautiful” by Ray Charles is playing in the background, and in slow motion, you see the boys stop in the middle of their game to watch the fireworks. I get goosebumps every time I watch that scene!

As I ponder the word “freedom,” I find parallels that connect the meaning of this word to being a REALTOR® and the freedom that owning your own business can bring. The Britannica Dictionary defines freedom as the following: “the state of being free: such as the power to do what you want to do or the ability to move or act freely.”

In speaking to many of you over the years, one of the key driving factors in taking the leap of faith in this industry is the “freedom” to make your own rules, to be there for your children’s games, to dictate your income potential, to create your own business and brand, and to truly own your time and create your own business. As the saying goes, “freedom isn’t free,” and it does come at a cost; however, there is such a power and pull associated with the feeling behind the ability to FEEL free that we are willing to risk it all to have it. Ironically, to get to that feeling of freedom, circumstances can oftentimes cause us to feel the exact opposite!

Starting and consistently keeping a full-time business can cost us our time, energy, peace, etc....but ultimately, keeping the faith and believing in the process, knowing that a sense of freedom is on the other side, can make all of these things worth it! To be a REALTOR® is to be an entrepreneur, with the ultimate goal to be free to live your life on your terms.

“We’ve been blessed with the opportunity to stand for something – for liberty and freedom and fairness. And these are things worth fighting for, worth devoting our lives to.”  
— Ronald Reagan.

Your friend,



**Katie Mastroianni**  
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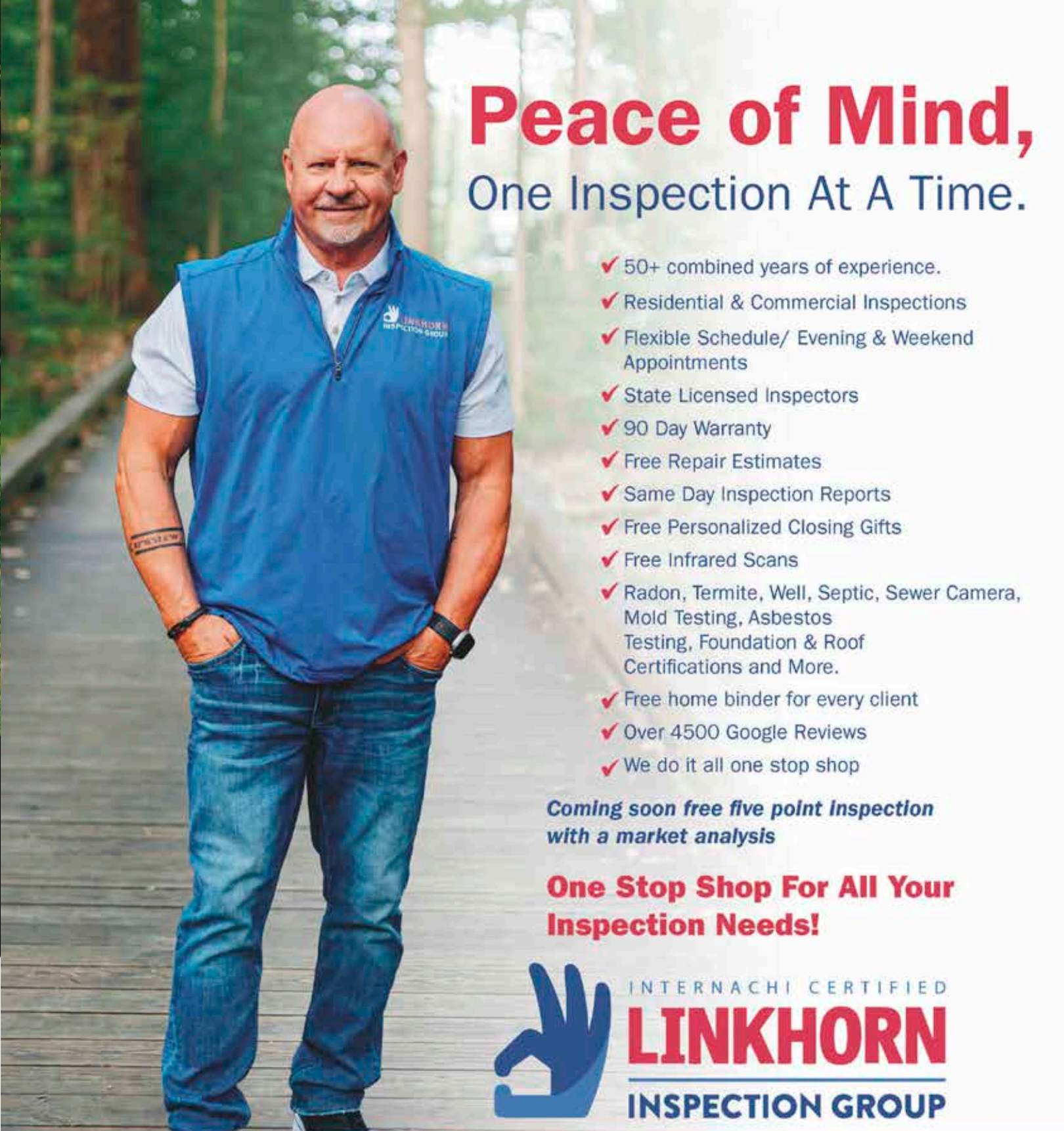
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**Most mortgage companies focus on borrowers. Rapid Mortgage Company was built to focus on you — the real estate agent. That’s the operating philosophy Mark Jaynes, founder and owner, has built his business around for nearly three decades.**

Mark came to the industry through a summer telemarketing job while studying engineering at Ohio State, discovered a talent for lending, and never looked back. Three decades later, the orientation hasn’t changed: the real estate agent is the most important person in the transaction.

“We built this company specifically to work with the real estate industry,” Mark says. “At least 80% of our loans come through REALTOR® partnerships. Our company wouldn’t be where it is today without them, and we never forget that.”

**A lender that treats your business like its own**

“We are big believers in being true partners with agents,” Mark explains. “We help coach them on growing their business, and we do events where they can invite their past clients. We want to help them close more deals and make their deals more competitive.”

When agents refer a buyer who isn’t quite ready, Rapid Mortgage stays engaged — nurturing that prospect for months or even years. “If we talk to a client, we are fine if they close two years from now,” Mark says. “We stick with them all the way through.” For agents, that means no lost leads and a steadily growing referral pipeline.



“

At least 80% of our loans come through REALTOR® partnerships.

Mark with his wife, Krista, and their kids, Sam and Sophia.



The company handles Conventional, FHA, VA, USDA, Jumbo, and Non-QM/specialty lending across six physical offices and 17 states — a true one-stop shop. That breadth is especially valuable for agents whose buyers have been turned down elsewhere. Mark’s team specializes in finding a path forward and coaching clients into a stronger financial position.

**Do hard things. Push further than you think you can.**

Away from the office, Mark lives the same philosophy he preaches. Last August he attempted Everesting 29029 — climbing 29,029 vertical feet (the elevation of Mount Everest) within 36 hours, finishing 10 ascents and 22,841 vertical feet despite a pulled Achilles tendon. The challenge came from his good friend and REALTOR® partner, Eric Cliffel.

“At the time I signed up, I had no business doing this event,” Mark admits. “It was way outside my fitness abilities. But I believe in doing hard things. I hired a private endurance coach and got into the best shape I’ve been in in 30 years.” He’s returning to take on Everest again this year, this time with a healthy Achilles.

In January, Mark hiked Chile’s Atacama Desert — the Valley of the Moon, a hidden canyon oasis with waterfalls and hot springs, and a volcano summit at 18,500 feet, the highest he’s ever climbed. The mountains, like the mortgage business, keep raising the bar.

“Put a goal that you don’t think you can attain, then get the right coaching and guidance to get there.”

**Family, the next chapter**

Mark and his wife, Krista, are celebrating 20 years of marriage as they enter a new season. Their son, Sam, is a junior at Bowling Green State University, pursuing a career as a history teacher, and their daughter, Sophia, is enrolling at the University of Dayton to study Occupational Therapy. Empty nesting is on the horizon.

Summers still center on the family’s lake house at Indian Lake — kayaking, paddleboarding and boating. And Mark’s smoker is never far away, turning out pulled pork and brisket for anyone lucky enough to be invited. ▀



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Lindsey Hamilton has always been drawn to work centered around people. Long before she became a REALTOR®, she knew her career would take shape through helping others navigate meaningful seasons of life. She initially pursued education in college, but quickly realized the traditional classroom setting was not where she felt most aligned. Instead, her path led her into nonprofit Christian ministry work with Young Life, where she spent four years building relationships and mentoring young people.

Those years shaped the foundation of how Lindsey approaches life and business today. Relationship-building, genuine care for others and a desire to serve have always come naturally to her. But eventually, she began feeling called toward something new. Real estate had long been in the background of her life through family influences, yet stepping into the industry still required what she describes as a true “leap of faith.”

With support from her husband, Bobby, Lindsey got licensed in December 2023 and jumped in headfirst in 2024. The early months were a whirlwind of networking, learning and beginning to work with her first clients. That spring, Lindsey joined Brianne Bahl’s team at Red 1 Realty, and her mentorship was invaluable.

“She has walked me through everything,” Lindsey says of Brianne. “It has been so encouraging to have a mentor to look up to who is not only a great REALTOR® and leader for our team, but is also a genuinely caring person. And with recently having our son, Jack, it’s so great to look up to her as a mom of five kids who really values time with her family. My husband is a financial advisor, so he also understands being in a service-based industry and is very supportive when the real estate schedule is a bit hectic or clients need things at non-traditional hours.”

Lindsey discovered that real estate allowed her to

do what she loves most: walk closely with people during some of the biggest transitions of their lives. Whether guiding first-time buyers, helping growing families find more space or supporting empty nesters beginning a new chapter, she approaches each client relationship with intentionality and care.

Her business has grown organically through those relationships. Clients are drawn not only to her professionalism and strong communication, but to the way she genuinely invests in them as people. Lindsey believes trust is the foundation of every successful real estate experience, and she prioritizes creating an environment where clients feel supported, heard and advocated for from beginning to end.

Lindsey loves that relationship building continues to be front and center of her mission.

“You can’t show up well for your clients if you don’t have a relationship with them,” Lindsey says.

“That’s how I’ve built my business so far. I feel the most excited about my business being my sphere. I have seen so much value from building relationships with people, whether it be clients or other people in the industry — my team, lending partners, inspectors or other agents in the business. I have a passion for building relationships and I believe that is where real impact comes from.”



“  
**THE IDEA  
 OF MY JOB  
 BEING A  
 FORM OF  
 MINISTRY...**  
**IT'S SERVING  
 PEOPLE, BUILDING  
 TRUST AND  
 SHOWING UP  
 FOR THEM WITH  
 INTEGRITY.**  
 ”



Lindsey with  
 her husband,  
 Bobby, and  
 their son, Jack.



Real estate, Lindsey has learned, rarely goes exactly as planned. She notes that one of the biggest challenges has been recognizing that every client's circumstances and every deal looks different, coming with its own set of unique joys and challenges.

“I see my role as the person who can guide my clients through the inevitable ups and downs of the buying and selling process,” Lindsey says. “One of my favorite parts of the job is the negotiation side of things. To advocate and fight for my clients to get



the best possible outcome is exciting for me.”

She thrives in moments that require calm guidance, strategic thinking and strong representation. And her faith shapes how Lindsey handles those situations.

“At the end of the day, my faith guides the work I get

to be a part of,” she says. “The idea of my job being a form of ministry... It's serving people, building trust and showing up for them with integrity. That's what motivates me. I believe that my job is a calling from the Lord and I want to honor Him in all that I am doing.”

AMANDA WILLIAMS  
Owner of Mission Design Co.



## The Secret Weapon for Faster Sales in Columbus? A Design Consultation.

In the current Columbus housing market, differentiation is crucial. Buyers are quickly scrolling through listings, forming opinions in mere seconds, and making emotional choices based on the ambiance of a home—not solely its price per square foot. I strongly believe that one of the most strategic decisions a real estate agent can make is to collaborate with an interior designer for a pre-listing consultation. Here's why.

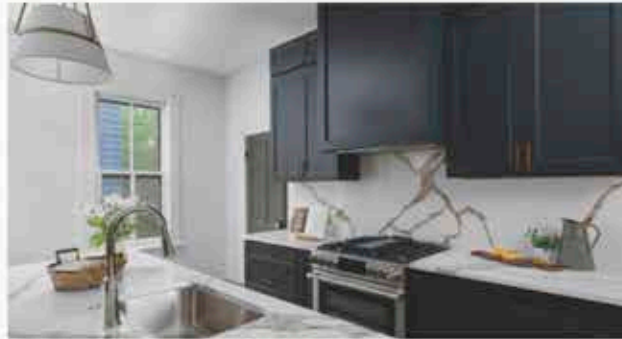
Working with a design expert can significantly improve the experience for both you and your clients in the following ways:

### 1. We See What Buyers Will See

As interior designers, we're trained to spot what's helping a space shine – and what's distracting from the home's potential. Maybe it's a too-bold paint color, an oversized sectional that makes the room feel cramped, or a dated chandelier that's dragging down an otherwise bright space. These are small, often affordable changes that can make a big impact when the listing hits the market.

### 2. You Don't Have to Be the Bad Guy

Telling sellers, they need to paint over their deep purple accent wall or remove the entire gallery of family vacation photos? That's awkward – and risky to your relationship. That's where we come in. Designers can take on those tough conversations with professionalism and kindness. We're the neutral expert, not the person they're signing a contract with, so we can help make necessary changes without the emotional tension.



### 3. Your Listing Photos Will Pop

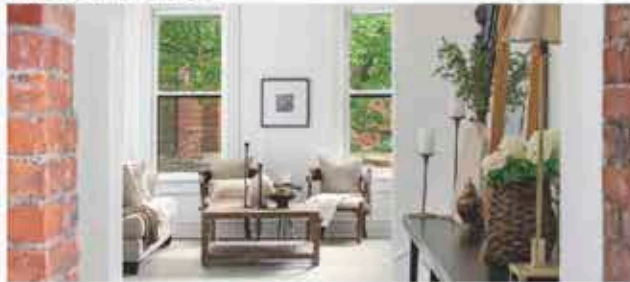
In a digital-first real estate world, photos are your first showing. A designer can help prep the home, so it photographs beautifully – think better furniture placement, improved lighting, and thoughtful styling that makes every room feel bright, clean, and welcoming. It's not just about taste – it's strategy.

### 4. You Look Like the Pro You Are

Bringing a designer in shows your clients you're not cutting corners. You're offering them the full package: marketing, strategy, and presentation. It elevates your brand and helps build trust – not just with this client, but with the referrals they send your way later.

### 5. Homes Sell Faster (and for More)

At the end of the day, it's about results. Listings that are well-prepared and thoughtfully presented tend to sell quicker and closer to asking price. A pre-listing consultation is a small investment that can yield a big return – for both your client and your reputation.



**Conclusion: A design consultation can be your listing's new superpower.**

If you're a Columbus agent looking to level up your listings and impress your sellers from day one, consider adding a designer to your team – even if it's just for a one-time consultation. We're here to make you look good, make your listings shine, and help homes sell faster.

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**What Is Listing Marketing?**

Listing marketing is exactly what it sounds like. It's the content created to sell a specific property — the walkthrough video, the photos, the virtual tour. The goal is to get buyers interested in that address. Once the house sells, the content has done its job.

Listing marketing is necessary. But it's temporary by nature.

**What Is Agent Branding?**

Agent branding is about making you the thing people remember — not the address.

It's the video where you walk buyers through what to expect in a competitive market. It's the behind-the-scenes content showing how you prep a listing. It's showing up on camera consistently enough that people in your market start to recognize your face before they ever need an agent.

Agent branding builds equity. Every piece of content you create adds to a body of work that keeps working for you long after you've posted it. While listing marketing expires the moment a property closes, agent branding compounds over time.

**Why Most Agents Only Do One**

The pressure to sell the current listing is immediate and obvious. Branding feels abstract — harder to measure, easier to skip. So most agents pour all of their content budget into listing videos and let their personal brand stay invisible.

The problem: when a buyer or seller is choosing between three agents with similar track records, the one they've seen on video — the one who feels familiar — wins almost every time.

Trust is built through visibility, and visibility requires showing up consistently as a person, not just as a service.

**Why You Actually Need Both**

Listing marketing and agent branding aren't competing priorities — they work together. A well-produced listing video can double as a showcase of your standards. An agent-on-camera walkthrough serves the listing and puts your face in front of potential future clients. The strongest content strategies blend both: the property gets marketed, and the agent gets remembered.

At Orange Visuals, this is how we think about every shoot. The listing gets seen. The agent gets known. Those are two different outcomes, and both matter.

If your current content strategy is only doing one of those things, you're leaving half the value on the table.

**AGENT BRANDING VS. LISTING MARKETING:**

What's the Difference and Why It Matters

BY TIMOTHY ZARITSKY, BUSINESS STRATEGIST AT ORANGE VISUALS



Most real estate agents treat every video and photo shoot the same way: get the content, post the listing, move on. But there's a distinction that separates agents who build lasting businesses from those who are always starting over — and it comes down to understanding the difference between listing marketing and agent branding.



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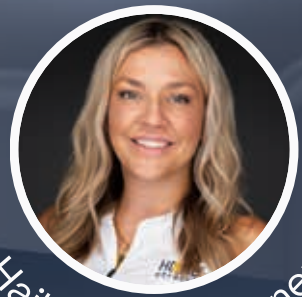
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BY JOSEPH COTTLE  
IMAGES BY LESLIE FOX  
PHOTOGRAPHY

# CAROLE

## *Greenzalis*

**KELLER WILLIAMS CAPITAL PARTNERS**

### PROJECT REFRESH

about getting to dip her toes into the business without having to go all-in right away.

She was doing more than scouting buildings by the time she left Chicago. She'd also done improv at Second City, performing weeknights with another woman in a two-person show called Book Club. They sold out. They were in the "Chicago Tribune." They were booking another run for March of 2020.

**C**arole Greenzalis spent her 20s running analytics in Chicago and selling out improv shows at Second City. When COVID shut everything down, she came home to Columbus and built the real estate career she'd always wanted — on her own terms.

She'd always wanted to be in real estate. She just took a roundabout way to get there.

Right out of college, going 100% commission with student loans hanging over her felt like too much. So she moved to Chicago and went corporate instead — landing at Northwestern Medicine, where her job was to run data and analytics for the hospital's

sourcing department. Think: whether to save money on tissue boxes or invest that budget in surgical robots. It sounds unglamorous, but it sharpened her into someone who thinks rigorously about numbers, costs and trade-offs. And it eventually pulled her toward the work she'd been circling all along.

The hospital needed someone to scout locations for new oncology centers — drive around Chicago and the suburbs, find three or four buildings, build a comparative report for the C-suite. To do it, she needed a real estate license. She got one.

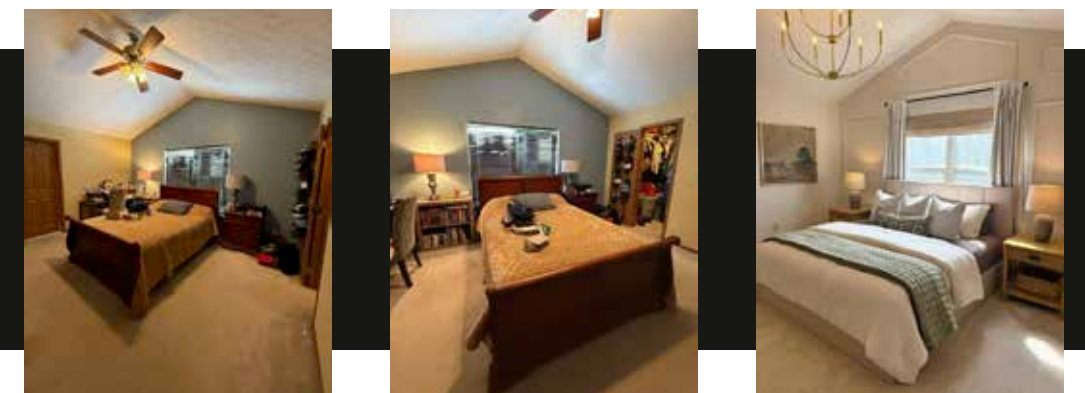
"I'm so grateful it all happened that way," she says

Then the world shut down.

Carole and her husband John — he's from Columbus, she's from north of Dayton — had already lived in the city for nearly a decade. It was time. She transferred her license from Illinois to Ohio, went from commercial to residential, and dove in.

Her first move was finding Kathy Chiero. Kathy had been licensed for almost 30 years and essentially took Carole along for everything — listing appointments, client meetings, the whole education.

"I always joke that I paid for an MBA in real estate," Carole says. By year three, she was performing like year



➤ Before and after photos of the latest Project Refresh project — an updated bedroom for Cameron and Katie, a Columbus couple Carole connected with through social media.

ten. While she loved being on Kathy's team, she wanted to go out on her own.

Six years in, she does things her way. She caps the number of clients she takes at any given time. She's not interested in being the number one agent in Columbus — that person, she figures, is giving something else up. Her target is around 30 transactions a year. That's the sweet spot. She just hired her first transaction coordinator, which was hard for a self-described control freak.

She's not a tour guide of houses. She educates — on how the house was built, on



▶ Carole with her business partner on Project Refresh projects, Sarah Bean of Altogether Lovely Home.



“*Transformed spaces* really do **transform people's everyday life.** When they walk in, you see their face lift and their heart lift.”

pricing, on comps, on what to look for. Learning is the part she can't turn off. Her mom went back for her master's degree at 60 and the apple didn't fall far.

Project Refresh is what she leads when she's not selling. It started over lunch at a Greek restaurant in Delaware, Ohio, in fall 2023. Carole had an idea — find someone deserving, pull together a team of local vendors, and make over a space in their home. She brought it to Sarah Bean, the interior designer behind Altogether Lovely Home, whom she'd worked with on staging.

“She says, ‘Am I crazy or what?’” Sarah recalls. “Of course, I loved the idea.”

Their first project launched in spring 2024. The most recent wrapped in early March: a bedroom refresh

for Cameron and Katie, a Columbus couple Carole connected with through social media. Cameron is a local TV entertainment host, and Katie had been dealing with throat cancer for over a year. She had spent, in Sarah's words, “many lonely, dark days in that bedroom.” Carole handled the fundraising — coordinating vendors who donated time and materials. Sarah and her team handled the design: frame molding on the walls, layered bedding, custom storage built around the clothes and hats and shoes Cameron and Katie love. They kept the couple's story at the center of every decision.

“Transformed spaces really do transform people's everyday life,” Sarah says. “When they walk in, you see their face lift and their heart lift.”

Carole gave Sarah's team complete freedom. “She put her trust in us,” Sarah says, “and that means a lot.”

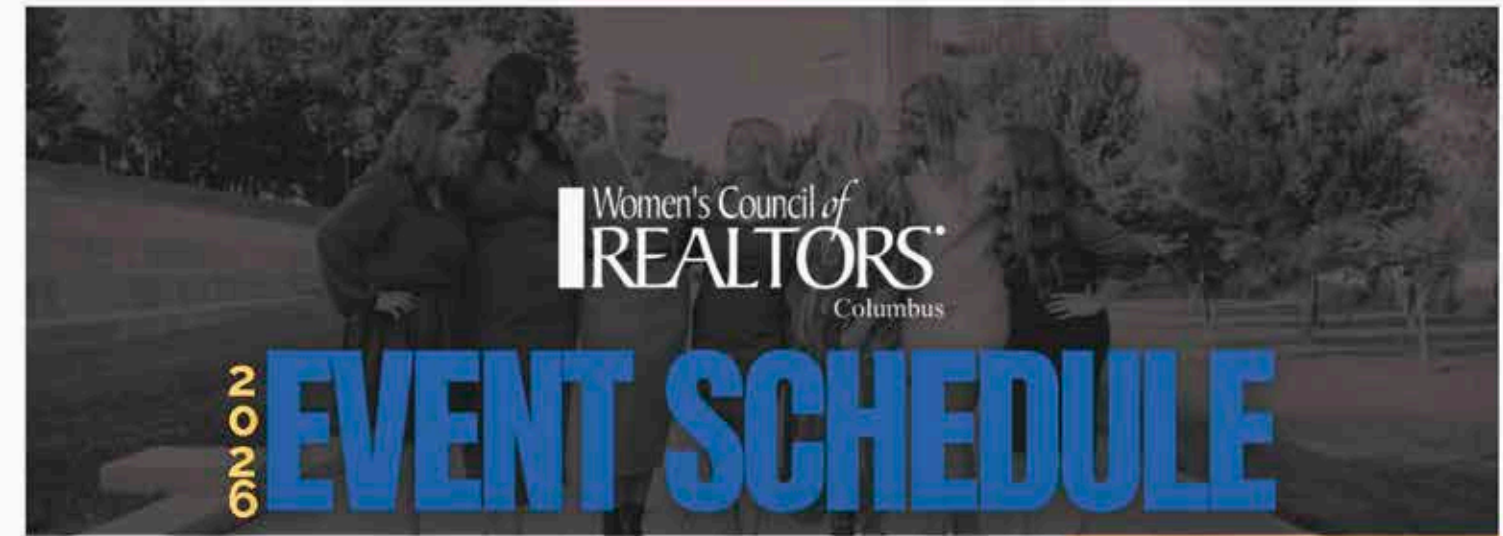
For Carole, the next ten years look like building a team, being present for her kids, expanding Project Refresh, and something she's started calling a “life interview” project — sitting down with the aunts and uncles and best friends and grandmothers who still have stories she hasn't heard.

And that's probably what Carole does best — she hears stories, and she either takes those stories and helps find a house to fit, or she helps people who really need it, like a breath of fresh air. ◀



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# DREW BASIL



## THE BROKERAGE HOUSE

BY HEATHER LOFY • IMAGES BY KRISTEN NESTER PHOTOGRAPHY

Many people think buying or selling a home is very complicated. Drew Basil is here to show you that's not the case.

"I am a very simple person, and I try to bring the simplicity to everyone else," Drew says. "It's the largest purchase of someone's lifetime, but it doesn't have to be complicated. I like helping them see it is not complicated. It's cool to see clients at the closing table and they say, 'Wait, that's it?' I enjoy being able to make things easy and simple for people."

Drew, a licensed real estate agent since 2016, is originally from Chillicothe but came to Columbus in 2010 to be a four-year starting kicker for The Ohio State University football team. During his freshman year, he met his now-wife, Melissa, who was playing softball at Ohio State.

After college graduation, Drew pursued a career in professional football. He attended NFL tryouts and later traveled to Canada to take part in a CFL training camp. Those opportunities didn't work out, and at the same time, he and Melissa were getting married and settling into adult life. They had recently purchased a condo, and he found the buying process interesting and rewarding. That's when he decided to pursue real estate.

"I started on my own, and I had a mentor that I learned from," Drew says. "I was in charge of doing my own deals, and he allowed me to follow him and tag along. I knew for the first year I was going to be learning the actual systems. Any agent you talk to who says they learned something in the mandatory classes is lying. Getting that hands-on experience was really good."

Drew's background in athletics continues to influence his work; he notes that competing in sports prepared him to go with the flow. He also likes to live by the golden rule, "treat others how you want to be treated."

"When someone doesn't treat you great, you stay away from them or don't treat them well back," Drew explains. "Whenever I have treated other people how I have wanted to be treated, it's really paid off."

When asked about his biggest accomplishments, Drew points to the number of first-time homebuyers he has helped. For him, success means putting families into situations that make sense for their long-term needs, not just closing deals.



Drew with his family, including his wife, Melissa, and their 3-year-old son, Axx, and 5-year-old daughter, Rennie.



Drew pursued a career in professional football before real estate.



“  
I treat others  
**HOW I WANT  
TO BE TREATED.**”

“Earlier this year, I had a family whose daughter is starting kindergarten, and they were renting,” he shares. “They wanted to find a different school district, and we were able to find them a house. They are extremely thankful. Seeing the smiles and pictures people send... that is great.”

The family and life he and Melissa have created is also an accomplishment for Drew. Melissa owns Basil Insurance Group, which she started in 2018. The couple has two children: their daughter, Rennie, who is 5 and starting kindergarten, and their son, Axx, who is 3 and beginning preschool.

“I love dropping my kids off to school in the morning and picking them up in the afternoon,” Drew says. “I love spending the evenings with them whenever we get to. That’s what brings the most joy to me. I always

“  
I am a very  
**SIMPLE PERSON,**  
and I try to bring  
the **SIMPLICITY** to  
everyone else.

”  
thought I’d have a family, but I didn’t know they  
would be this awesome.”

As for what’s on the horizon? It’s simple, just like  
Drew’s aim to keep things simple for clients.

“Someone called me and asked what my goals were  
for the next year,” Drew says. “My answer for them  
was, ‘I don’t know. I don’t have goals, I just want  
to help as many people as I can. I treat others how  
I want to be treated.’ Their mind was blown. But  
what’s so hard about that?”

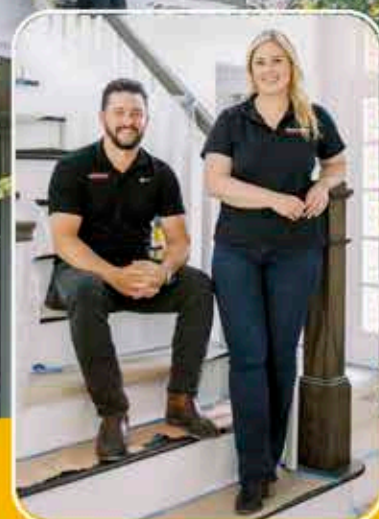


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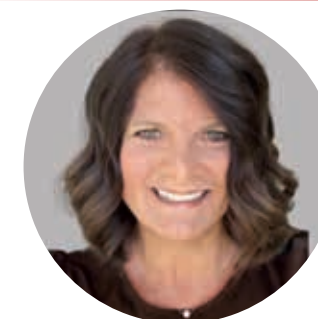
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# Legally Speaking



BY JEFFREY J. MADISON, ESQ., THE SUMMIT LAW GROUP LLC | MADISON@TSLGOHIO.COM

*Pascoe v. Detke, 2026-Ohio-1971, 8th Dist., Cuyahoga Cty. (May 28, 2026).*

The purchasers contracted to buy a 108-year-old home in Lakewood, Ohio. The buyers were not represented by a real estate agent and agreed to purchase the property in its “AS IS” present physical condition. The purchase agreement also provided an inspection contingency, allowing the buyers to conduct a home inspection before closing.

Prior to closing, the seller disclosed ongoing repairs to third-floor heating units, prior roof damage caused by a neighboring tree, and a leak that arose after the initial disclosure form was completed. The buyers retained a home inspector, whose report found the visible plumbing and heating systems to be satisfactory, although it noted the age of the home’s plumbing and advised monitoring certain older components. The roof was reported to be near the end of its useful life.

Approximately 14 months after taking possession, the buyers experienced a plumbing leak and later discovered additional issues involving the home’s stack pipe and heating system. They subsequently filed suit against the seller, listing agent and brokerage, asserting claims for fraudulent inducement, fraudulent misrepresentation, negligent misrepresentation and breach of contract. The buyers argued that prior repairs and property conditions should have been disclosed and that certain defects had been concealed.

The trial court granted summary judgment in favor of the seller and real estate professionals, and the appellate court affirmed. Applying *Layman v. Binns*, the court reiterated that a purchaser cannot recover for property defects when: (1) the condition was open to observation or discoverable upon reasonable inspection, (2) the purchaser had an unrestricted opportunity to inspect the property, and (3) there is no evidence of fraud.

The court emphasized that an “as is” clause shifts the risk of undiscovered defects to the buyer and bars claims based on passive nondisclosure. While such clauses do not protect sellers from affirmative fraud or concealment, the buyers failed to produce evidence that the seller knew of the alleged defects or intentionally misrepresented the property’s condition. As a result, the court upheld judgment in favor of the seller, listing agent and brokerage.

*\*Internal citations omitted due to size limitations*



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# CECE MILLER

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EXPERIENCE

**W**ith her expertise in the local luxury housing market and deep knowledge of real estate investments, Cece Miller, NextHome Experience, offers clients rare insight into the homes they're buying or selling.

think I could have learned any other way," Cece observed. "That connection and love for the water has been the foundation of everything."

She understands why people want to live on the Scioto — and is uniquely qualified to help them achieve their dream. "You're buying the lifestyle. Some people utilize the river, they're active and they have a boat. Other people just love the views."

Cece's extensive knowledge of riverfront properties has set her apart. "Over time, I became the go-to agent for many of the Scioto River corridor's most distinctive properties," Cece said. She knows the specifics about a surprising number of the Scioto area's properties — including a home's most recent renovations to whether it has a dock. And she is often the first to know when a home is going to come on the market.

But when it comes to the exclusive riverside homes she specializes in, Cece goes a step further. To give people a one-of-a-kind perspective, Cece takes them down the Scioto River on her boat so they can get a taste of life on the waterfront — and see homes from a fresh angle.

"I love to take clients out on the boat, it's so much fun," said Cece. "Seeing properties from the street is nothing like looking at them from the river. They see things they can't from the driveway. They get the full effect."

Ensuring her clients have all the information they need to make a sound decision — while also providing them with a stellar experience — epitomizes the way Cece runs her business.

Cece knows riverfront life inside and out — she has spent much of her life enjoying the Scioto River and the unique

lifestyle it offers. So it makes perfect sense when Cece says that in her real estate career, the waterfront niche found her as much as she found it.

"Growing up on the Scioto River gave me a genuine insider's understanding of the waterfront lifestyle that I don't



Making riverfront homes her own niche was a smart business decision for Cece. She is a top-tier producer and in the top 1% of real estate agents in our area.

But while properties on the Scioto are her speciality, Cece's broader focus is luxury homes. She has an in-depth understanding of how to market luxury homes and she excels at understanding the needs of clients in that category. Cece works with buyers and sellers in Upper Arlington, Dublin, Grandview, Hilliard, Powell, Delaware, Bexley and Worthington.

Cece's background in real estate investment also differentiates her — and it's in her blood. She comes from a family of real estate investors and she married into a family of real estate investors.

"My father ran his own commercial real estate brokerage and owned shopping centers, apartments, offices, and my husband and I actively invest ourselves," Cece said.

Because of her investment background, Cece approaches real estate through both a lifestyle and



ownership lens — an advantage that resonates strongly with buyers, sellers and investors alike. "I understand property from the ownership side, not just the sales side," she said. "I think that's a big part of why my clients trust me the way they do."

Cece's involvement in real estate investment is what led her to

become a REALTOR®. She and her husband had been buying investment properties and the two thought it would be helpful for her to become licensed. In 2015, Cece became an agent and decided to try home sales.

Cece quickly discovered the many innate strengths that make her an exceptional REALTOR®. For example, she has always had outstanding visual creativity. She draws on this skill to help clients make decisions on the aesthetics of a home — everything from products to staging to floor plans.

"My clients come to me to ask for help with things like their tile choices or their flooring choices," said Cece. "Helping clients envision the full potential of a home is one of the most rewarding aspects of my work."

Cece is also a solid negotiator and problem solver. "There's always a solution. You can always figure something out," she said. Cece's instinctive white-glove service approach additionally differentiates. Every client gets





marketing strategies, Cece is highly involved in preparing each property for maximum impact.

With all the benefits she brings to clients, Cece is consistently recognized among the highest-producing agents in central Ohio and has built a reputation for representing some of our area's most distinctive homes.

Cece continues to maintain a deep connection to the river lifestyle and waterfront community. Her link to the water remains both personal and professional, further strengthening the authenticity she brings to waterfront properties and the lifestyle they represent.

Cece loves to boat on the Scioto River and also on Lake Huron, off of Michigan's Upper Peninsula, where she vacations. "I am always surrounding myself and my family around the water," she said.

full-service, VIP treatment. "I truly handle everything for my clients, from start to finish," Cece said. "My clients trust me to manage every detail, from preparation through closing, with a true white-glove approach."

Cece prioritizes client experience and she makes house hunting as easy and enjoyable as possible. "It's the relationships. You become so close with people," she said. "I strive to make the process as seamless, enjoyable and rewarding as possible. You have to make it a good experience."

As a result of the close client relationships she builds, Cece has been able to build a solid business based on referrals. "Almost everything I do comes from past clients and strong relationships," Cece said. "The fact that the business has grown the way it has through word of mouth means everything to me."

Known for her meticulous presentation and elevated

Through her blend of luxury expertise, investment knowledge and deeply personal connection to waterfront living, Cece has built a reputation for delivering an elevated real estate experience for clients throughout central Ohio.

She loves real estate and truly enjoys going through houses — especially those with lots of character. She also enjoys researching the housing market and finding properties that are the right fit for homeowners or investors. But her clients are the aspect of real estate that means the most to her.

"Helping clients achieve their goals while providing an exceptional experience is what continues to inspire me every day," she said. "My clients are fabulous and that's what makes it so enjoyable. You're making a difference in someone's life." ❖



“  
**MY CLIENTS ARE FABULOUS  
AND THAT'S WHAT  
MAKES IT SO  
ENJOYABLE.  
YOU'RE MAKING  
A DIFFERENCE IN  
SOMEONE'S LIFE.**”



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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Jan. 1 - May 31, as of June 12

| Rank No | Agent                   | Office Name                    | Unit | Volume      |
|---------|-------------------------|--------------------------------|------|-------------|
| 1       | Raines, Sandy L         | The Raines Group, Inc.         | 176  | 120,936,000 |
| 2       | Tartabini, Daniel V     | New Advantage, LTD             | 197  | 106,525,000 |
| 3       | Ruff, Jeffery W         | Cutler Real Estate             | 117  | 80,238,000  |
| 4       | Ruehle, Ryan J          | EXP Realty, LLC                | 233  | 72,872,000  |
| 5       | Hencheck, Alexander A   | HMS Real Estate                | 120  | 67,658,000  |
| 6       | Rafiq, Alan J           | D.R. Horton Realty of Ohio, In | 167  | 66,283,000  |
| 7       | Fairman, Charlene K     | The Realty Firm                | 118  | 62,938,000  |
| 8       | Riddle, Robert J        | New Albany Realty, LTD         | 57   | 53,070,000  |
| 9       | Bauer, Brian M          | Bauer Realty & Auctions        | 14   | 47,163,000  |
| 10      | Cooper, Sam             | Howard Hanna Real Estate Svcs  | 107  | 39,463,000  |
| 11      | Wright, Kacey A         | RE/MAX Partners                | 62   | 37,858,000  |
| 12      | Ciamacco, DeLena        | RE/MAX Connection              | 69   | 37,549,000  |
| 13      | Willcut, Roger E        | Keller Williams Consultants    | 43   | 33,067,000  |
| 14      | Wheeler, Lacey D        | Red 1 Realty                   | 59   | 32,944,000  |
| 15      | Buehler, Craig          | Coldwell Banker Realty         | 80   | 32,024,000  |
| 16      | Lynn, Lori              | Keller Williams Consultants    | 72   | 30,444,000  |
| 17      | Ferrari, Rhiannon M     | EXP Realty, LLC                | 70   | 29,027,000  |
| 18      | Clarizio, Bradley       | Red 1 Realty                   | 68   | 28,803,000  |
| 19      | Wills, Julie R          | Howard Hanna Real Estate Svcs  | 69   | 28,447,000  |
| 20      | Collins, Charles E      | Red 1 Realty                   | 66   | 25,132,000  |
| 21      | Mitchell, Courtney J    | RE/MAX Premier Choice          | 41   | 25,083,000  |
| 22      | Beckett-Hill, Jill      | Beckett Realty Group           | 36   | 24,981,000  |
| 23      | Madosky Shaw, Lari      | Coldwell Banker Realty         | 31   | 24,759,000  |
| 24      | Kemp, Brian D           | Keller Williams Capital Ptnrs  | 47   | 24,202,000  |
| 25      | Ramm, Jeff              | Coldwell Banker Realty         | 34   | 24,185,000  |
| 26      | Ritchie, Lee            | RE/MAX Partners                | 52   | 23,771,000  |
| 27      | Mancini, Mandy          | Keller Williams Consultants    | 39   | 23,239,000  |
| 28      | Edwards, Kyle           | The Brokerage House            | 44   | 22,903,000  |
| 29      | Abbott, Kelly           | Howard Hanna Real Estate Svcs  | 56   | 22,085,000  |
| 30      | Tanner-Miller, Angie    | Coldwell Banker Realty         | 84   | 21,059,000  |
| 31      | Vanhorn, Kohl           | RE/MAX Impact                  | 62   | 20,554,000  |
| 32      | Fisk, Jacob V           | Red 1 Realty                   | 73   | 20,455,000  |
| 33      | Keener, Angela L        | Keller Williams Consultants    | 53   | 20,194,000  |
| 34      | Davis Spence, Katherine | The Brokerage House            | 27   | 20,094,000  |

| Rank No | Agent                    | Office Name                    | Unit | Volume     |
|---------|--------------------------|--------------------------------|------|------------|
| 35      | Yoder-Barnhart, Nicole R | Howard Hanna Real Estate Serv  | 38   | 19,900,000 |
| 36      | Looney, Sherry L         | Howard HannaRealEstateServices | 52   | 19,772,000 |
| 37      | Conley, Amy E            | Cutler Real Estate             | 25   | 19,682,000 |
| 38      | Shaffer, Donald E        | Howard HannaRealEstateServices | 56   | 19,051,000 |
| 39      | Kendle, Ronald D         | RE/MAX Town Center             | 29   | 18,685,000 |
| 40      | Wemlinger, Kimberly B    | Howard Hanna Real Estate Svcs  | 54   | 18,460,000 |
| 41      | Fenters, Margaret M      | Coldwell Banker Realty         | 24   | 17,585,000 |
| 42      | Guanciale, Andrew P      | Coldwell Banker Realty         | 44   | 17,149,000 |
| 43      | Fox-Smith, Angelina L    | Coldwell Banker Realty         | 37   | 16,924,000 |
| 44      | Bodipudi, Koteswara      | Red 1 Realty                   | 40   | 16,600,000 |
| 45      | Barlow, Jaysen E         | Sell For One Percent           | 51   | 16,270,000 |
| 46      | Knecht, Dylan J          | RE/MAX Revealty                | 69   | 16,241,000 |
| 47      | Cox, Brittany            | Keller Williams Greater Cols   | 46   | 15,921,000 |
| 48      | MacKenzie, Cynthia C     | CYMACK Real Estate             | 26   | 15,745,000 |
| 49      | Beirne, Daniel J         | Opendoor Brokerage LLC         | 45   | 15,239,000 |
| 50      | Hursh, Andrew J          | The Westwood Real Estate Co.   | 33   | 15,181,000 |

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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Jan. 1 - May 31, as of June 12

| Rank No | Agent                | Office Name                          | Unit | Volume     |
|---------|----------------------|--------------------------------------|------|------------|
| 51      | Rano, Richard J      | RE/MAX Affiliates, Inc.              | 24   | 14,772,000 |
| 52      | Clark, Amy G         | Cutler Real Estate                   | 40   | 14,234,000 |
| 53      | Mulvany, Bryan R     | Hart Real Estate Agency LLC          | 39   | 14,208,000 |
| 54      | Ross, James E        | Red 1 Realty                         | 60   | 14,112,000 |
| 55      | Alley, Rachel M      | Keller Williams Capital Ptnrs        | 30   | 14,006,000 |
| 56      | Lyubimova, Ekaterina | NextHome Experience                  | 48   | 13,888,000 |
| 57      | Rasmus, Jude A       | Rasmus Real Estate Group, Inc.       | 44   | 13,633,000 |
| 58      | Godard, Cheryl S     | KW Classic Properties Realty         | 9    | 13,622,000 |
| 59      | Griffith, Tyler R    | RE/MAX Peak                          | 34   | 13,166,000 |
| 60      | Pattison, Susie L    | Cutler Real Estate                   | 21   | 13,134,000 |
| 61      | Shaffer, Carlton J   | RE/MAX Partners                      | 25   | 12,961,000 |
| 62      | Roehrenbeck, James F | RE/MAX Town Center                   | 27   | 12,793,000 |
| 63      | Winter, Brad         | Engel & Volkers Real Estate Advisors | 20   | 12,423,000 |
| 64      | Kamann, Heather R    | Howard Hanna Real Estate Services    | 35   | 12,278,000 |
| 65      | Press, Marci L       | Home Central Realty                  | 26   | 12,257,000 |
| 66      | Prewitt, Brandon T   | RE/MAX Partners                      | 28   | 12,206,000 |

| Rank No | Agent                 | Office Name                    | Unit | Volume     |
|---------|-----------------------|--------------------------------|------|------------|
| 67      | Cleary, Michele L     | Howard Hanna Real Estate Svcs  | 25   | 12,149,000 |
| 68      | Becker, Kathryn K     | Coldwell Banker Realty         | 23   | 12,089,000 |
| 69      | Morrison, Natalie H   | e-Merge Real Estate            | 34   | 11,882,000 |
| 70      | Lubinsky, John D      | RE/MAX Affiliates, Inc.        | 27   | 11,820,000 |
| 71      | Parsley, David H      | Firstmark Real Estate LLC      | 20   | 11,808,000 |
| 72      | Giessler, Amy R       | Cam Taylor Co. Ltd., Realtors  | 21   | 11,785,000 |
| 73      | Romanelli, Cristina M | Keller Williams Greater Cols   | 29   | 11,722,000 |
| 74      | Breeckner, Brian      | Beckett Realty Group           | 36   | 11,716,000 |
| 75      | Ogden Oxender, Erin   | Keller Williams Capital Ptnrs  | 26   | 11,703,000 |
| 76      | Mahler, Jeff A*       | Keller Williams Capital Ptnrs  | 28   | 11,662,000 |
| 77      | Elflein, Joan         | Ohio Broker Direct, LLC        | 31   | 11,580,000 |
| 78      | Mathias, Neil W       | Cutler Real Estate             | 15   | 11,480,000 |
| 79      | Hood, Shaun           | Coldwell Banker Realty         | 27   | 11,409,000 |
| 80      | Casey, Michael A      | RE/MAX Connection              | 25   | 11,384,000 |
| 81      | Close, Allison L      | Cutler Real Estate             | 15   | 11,233,000 |
| 82      | Webb, Stephanie       | Keller Williams Legacy Group   | 35   | 11,209,000 |
| 83      | Snider, Jodie L       | Forman Realtors, Inc           | 16   | 11,192,000 |
| 84      | Price, Hugh H         | Howard HannaRealEstateServices | 24   | 11,151,000 |
| 85      | Dixon, Tracey L       | Keller Williams Greater Cols   | 29   | 11,016,000 |
| 86      | Groza Yoko, Emily     | The Brokerage House            | 21   | 10,997,000 |
| 87      | Farwick, Thomas M     | KW Classic Properties Realty   | 19   | 10,991,000 |
| 88      | Hughes, Malia K       | Key Realty                     | 31   | 10,973,000 |
| 89      | Doyle, Michael        | Real of Ohio                   | 30   | 10,869,000 |
| 90      | Miller, Catherine W   | NextHome Experience            | 12   | 10,830,000 |
| 91      | Janitzki, Seth J      | Cam Taylor Co. Ltd., Realtors  | 15   | 10,820,000 |
| 92      | Chapman, Oliver       | Keller Williams Consultants    | 14   | 10,801,000 |
| 93      | Kovacs, Kimberly A    | Coldwell Banker Realty         | 30   | 10,724,000 |
| 94      | Powers, David S       | Cutler Real Estate             | 11   | 10,714,000 |
| 95      | Sunderman, Mary K     | Keller Williams Capital Ptnrs  | 21   | 10,682,000 |
| 96      | El Mejaty, Omar       | Carleton Realty, LLC           | 40   | 10,597,000 |
| 97      | Cameron, Christina M  | Rolls Realty                   | 12   | 10,486,000 |
| 98      | Espy, Seana M         | Cutler Real Estate             | 14   | 10,481,000 |
| 99      | Kohlhepp, John        | Keller Williams Capital Ptnrs  | 31   | 10,417,000 |
| 100     | Kim, Lory             | RE/MAX Connection              | 34   | 10,369,000 |

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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Jan. 1 - May 31, as of June 12

| Rank No | Agent                        | Office Name                            | Unit | Volume     |
|---------|------------------------------|--|------|------------|
| 101     | Chudik, Margaret L           | Coldwell Banker Realty                 | 20   | 10,292,000 |
| 102     | Kessler-Lennox, Jane         | New Albany Realty, LTD                 | 7    | 10,229,000 |
| 103     | Duff, Paige                  | Choice Properties Real Estate          | 22   | 10,166,000 |
| 104     | Laumann, Margot M            | Street Sotheby's International         | 16   | 10,136,000 |
| 105     | Burnheimer, Colin            | Thrive Realty, Ltd.                    | 13   | 10,070,000 |
| 106     | Goodman, Benjamin J          | The Brokerage House                    | 17   | 10,066,000 |
| 107     | Koontz Gilmour, Paula        | KW Classic Properties Realty           | 15   | 10,062,000 |
| 108     | Carruthers, Michael D        | Coldwell Banker Realty                 | 16   | 10,010,000 |
| 109     | Swihart Valentine, Abigail E | Red 1 Realty                           | 29   | 9,827,000  |
| 110     | Shields, Bradley L           | Coldwell Banker Realty                 | 19   | 9,772,000  |
| 111     | Grandey, M. Michaela         | Rolls Realty                           | 14   | 9,762,000  |
| 112     | Crocco, Katie                | RE/MAX Winners                         | 28   | 9,714,000  |
| 113     | Murphy, Kristina R           | Howard Hanna Real Estate Svcs          | 31   | 9,674,000  |
| 114     | Chambers, Tracy              | Keller Williams Consultants            | 20   | 9,651,000  |
| 115     | Ackermann, Mara              | RE/MAX Consultant Group                | 15   | 9,634,000  |
| 116     | Wainfor, Susan               | Coldwell Banker Realty                 | 24   | 9,578,000  |
| 117     | Noggle, Michelle             | RE/MAX Revealty                        | 33   | 9,558,000  |
| 118     | Donovan, Anne                | Coldwell Banker Realty                 | 20   | 9,547,000  |
| 119     | Straub, Sheila M             | Coldwell Banker Realty                 | 13   | 9,406,000  |
| 120     | Marsh, Troy A                | Keller Williams Consultants            | 22   | 9,389,000  |
| 121     | Jackson, Patricia K          | RE/MAX Genesis                         | 17   | 9,342,000  |
| 122     | Corbett, Martha              | Sorrell & Company, Inc.                | 14   | 9,329,000  |
| 123     | Coombs, Niko                 | EXP Realty, LLC                        | 19   | 9,249,000  |
| 124     | Berg, Susan J                | Coldwell Banker Realty                 | 17   | 9,187,000  |
| 125     | Evans, Nicole R              | The Brokerage House                    | 12   | 9,115,000  |
| 126     | Salmons, Robert E            | Entera Realty LLC                      | 26   | 9,051,000  |
| 127     | Falah, Sinan                 | Coldwell Banker Realty                 | 24   | 9,022,000  |
| 128     | Byrne, Heather               | KW Classic Properties Realty           | 18   | 8,970,000  |
| 129     | Murphy, Patrick J            | Keller Williams Consultants            | 21   | 8,962,000  |
| 130     | Davie, Lauren                | Engel & Volkers Real Estate Advisors   | 10   | 8,921,000  |
| 131     | Hinson, Alan D               | New Albany Realty, LTD                 | 5    | 8,875,000  |
| 132     | Jones, Tracy J               | Keller Williams Elevate - Strongsville | 64   | 8,860,000  |
| 133     | Kullman, Gregory S           | Street Sotheby's International         | 13   | 8,860,000  |

| Rank No | Agent                   | Office Name                   | Unit | Volume    |
|---------|-------------------------|-------------------------------|------|-----------|
| 134     | Parrett, Constance D    | Cutler Real Estate            | 25   | 8,813,000 |
| 135     | Hughes Pritchard, Lorri | RE/MAX Impact                 | 10   | 8,782,000 |
| 136     | Coburn, Kristin L       | Coldwell Banker Realty        | 18   | 8,777,000 |
| 137     | Meyer, James D          | Cutler Real Estate            | 23   | 8,767,000 |
| 138     | Richards, Katie         | Keller Williams Greater Cols  | 19   | 8,760,000 |
| 139     | Smith, Anita K          | EPCON Realty, Inc.            | 20   | 8,756,000 |
| 140     | Robinson, Andrew W      | Real of Ohio                  | 10   | 8,733,000 |
| 141     | Marvin, Scott A         | Team Results Realty           | 23   | 8,732,000 |
| 142     | Andrews, Trevor R       | Bold Realty                   | 23   | 8,716,000 |
| 143     | Bell, Megan L           | Real of Ohio                  | 23   | 8,686,000 |
| 144     | Jones, Michael L        | Coldwell Banker Realty        | 5    | 8,682,000 |
| 145     | Scoby, Jennie           | Keller Williams Consultants   | 21   | 8,670,000 |
| 146     | Smith, Karen S          | The Brokerage House           | 18   | 8,664,000 |
| 147     | Raabe, Thomas J         | The Westwood Real Estate Co.  | 13   | 8,649,000 |
| 148     | Bruce, Justin           | Keller Williams Capital Ptnrs | 14   | 8,634,000 |
| 149     | Gibson, Michael Bradley | Real of Ohio                  | 18   | 8,509,000 |
| 150     | Gleaves, Gregory        | The Brokerage House           | 13   | 8,501,000 |

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Jan. 1 - May 31, as of June 12

| Rank No | Agent                 | Office Name                    | Volume      | Unit |
|---------|-----------------------|--------------------------------|-------------|------|
| 1       | Ruehle, Ryan J        | EXP Realty, LLC                | 72,872,000  | 233  |
| 2       | Tartabini, Daniel V   | New Advantage, LTD             | 106,525,000 | 197  |
| 3       | Raines, Sandy L       | The Raines Group, Inc.         | 120,936,000 | 176  |
| 4       | Rafiq, Alan J         | D.R. Horton Realty of Ohio, In | 66,283,000  | 167  |
| 5       | Hencheck, Alexander A | HMS Real Estate                | 67,658,000  | 120  |
| 6       | Fairman, Charlene K   | The Realty Firm                | 62,938,000  | 118  |
| 7       | Ruff, Jeffery W       | Cutler Real Estate             | 80,238,000  | 117  |
| 8       | Cooper, Sam           | Howard Hanna Real Estate Svcs  | 39,463,000  | 107  |
| 9       | Tanner-Miller, Angie  | Coldwell Banker Realty         | 21,059,000  | 84   |
| 10      | Buehler, Craig        | Coldwell Banker Realty         | 32,024,000  | 80   |
| 11      | Fisk, Jacob V         | Red 1 Realty                   | 20,455,000  | 73   |
| 12      | Lynn, Lori            | Keller Williams Consultants    | 30,444,000  | 72   |
| 13      | Ferrari, Rhiannon M   | EXP Realty, LLC                | 29,027,000  | 70   |
| 14      | Knecht, Dylan J       | RE/MAX Revealty                | 16,241,000  | 69   |
| 15      | Wills, Julie R        | Howard Hanna Real Estate Svcs  | 28,447,000  | 69   |
| 16      | Ciamacco, DeLena      | RE/MAX Connection              | 37,549,000  | 69   |

| Rank No | Agent                    | Office Name                            | Volume     | Unit |
|---------|--------------------------|--|------------|------|
| 17      | Clarizio, Bradley        | Red 1 Realty                           | 28,803,000 | 68   |
| 18      | Collins, Charles E       | Red 1 Realty                           | 25,132,000 | 66   |
| 19      | Jones, Tracy J           | Keller Williams Elevate - Strongsville | 8,860,000  | 64   |
| 20      | Wright, Kacey A          | RE/MAX Partners                        | 37,858,000 | 62   |
| 21      | Vanhorn, Kohl            | RE/MAX Impact                          | 20,554,000 | 62   |
| 22      | Ross, James E            | Red 1 Realty                           | 14,112,000 | 60   |
| 23      | Wheeler, Lacey D         | Red 1 Realty                           | 32,944,000 | 59   |
| 24      | Riddle, Robert J         | New Albany Realty, LTD                 | 53,070,000 | 57   |
| 25      | Abbott, Kelly            | Howard Hanna Real Estate Svcs          | 22,085,000 | 56   |
| 26      | Shaffer, Donald E        | Howard HannaRealEstateServices         | 19,051,000 | 56   |
| 27      | Wemlinger, Kimberly B    | Howard Hanna Real Estate Svcs          | 18,460,000 | 54   |
| 28      | Keener, Angela L         | Keller Williams Consultants            | 20,194,000 | 53   |
| 29      | Miller, Sam              | Re/Max Stars                           | 8,267,000  | 52   |
| 30      | Ritchie, Lee             | RE/MAX Partners                        | 23,771,000 | 52   |
| 31      | Looney, Sherry L         | Howard HannaRealEstateServices         | 19,772,000 | 52   |
| 32      | Barlow, Jaysen E         | Sell For One Percent                   | 16,270,000 | 51   |
| 33      | Graham, Mark             | Countrytyme Realty, LLC                | 6,312,000  | 48   |
| 34      | Lyubimova, Ekaterina     | NextHome Experience                    | 13,888,000 | 48   |
| 35      | Kemp, Brian D            | Keller Williams Capital Ptnrs          | 24,202,000 | 47   |
| 36      | Cox, Brittany            | Keller Williams Greater Cols           | 15,921,000 | 46   |
| 37      | Beirne, Daniel J         | Opendoor Brokerage LLC                 | 15,239,000 | 45   |
| 38      | Edwards, Kyle            | The Brokerage House                    | 22,903,000 | 44   |
| 39      | Guanciale, Andrew P      | Coldwell Banker Realty                 | 17,149,000 | 44   |
| 40      | Rasmus, Jude A           | Rasmus Real Estate Group, Inc.         | 13,633,000 | 44   |
| 41      | Willcut, Roger E         | Keller Williams Consultants            | 33,067,000 | 43   |
| 42      | Mitchell, Courtney J     | RE/MAX Premier Choice                  | 25,083,000 | 41   |
| 43      | Clark, Amy G             | Cutler Real Estate                     | 14,234,000 | 40   |
| 44      | El Mejjaty, Omar         | Carleton Realty, LLC                   | 10,597,000 | 40   |
| 45      | Bodipudi, Koteswara      | Red 1 Realty                           | 16,600,000 | 40   |
| 46      | Mancini, Mandy           | Keller Williams Consultants            | 23,239,000 | 39   |
| 47      | Mulvany, Bryan R         | Hart Real Estate Agency LLC            | 14,208,000 | 39   |
| 48      | Yoder-Barnhart, Nicole R | Howard Hanna Real Estate Serv          | 19,900,000 | 38   |
| 49      | Fox-Smith, Angelina L    | Coldwell Banker Realty                 | 16,924,000 | 37   |
| 50      | Beckett-Hill, Jill       | Beckett Realty Group                   | 24,981,000 | 36   |

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Jan. 1 - May 31, as of June 12

| Rank No | Agent               | Office Name                       | Volume     | Unit |
|---------|---------------------|-----------------------------------|------------|------|
| 51      | Breckner, Brian     | Beckett Realty Group              | 11,716,000 | 36   |
| 52      | Webb, Stephanie     | Keller Williams Legacy Group      | 11,209,000 | 35   |
| 53      | Kamann, Heather R   | Howard Hanna Real Estate Services | 12,278,000 | 35   |
| 54      | Morrison, Natalie H | e-Merge Real Estate               | 11,882,000 | 34   |
| 55      | Ramm, Jeff          | Coldwell Banker Realty            | 24,185,000 | 34   |
| 56      | Griffith, Tyler R   | RE/MAX Peak                       | 13,166,000 | 34   |
| 57      | Kim, Lory           | RE/MAX Connection                 | 10,369,000 | 34   |
| 58      | Noggle, Michelle    | RE/MAX Revealty                   | 9,558,000  | 33   |
| 59      | Hursh, Andrew J     | The Westwood Real Estate Co.      | 15,181,000 | 33   |
| 60      | Fair, Diana         | The Westwood Real Estate Co.      | 7,799,000  | 32   |
| 61      | Elflein, Joan       | Ohio Broker Direct, LLC           | 11,580,000 | 31   |
| 62      | Murphy, Kristina R  | Howard Hanna Real Estate Svcs     | 9,674,000  | 31   |
| 63      | Madosky Shaw, Lari  | Coldwell Banker Realty            | 24,759,000 | 31   |
| 64      | Hughes, Malia K     | Key Realty                        | 10,973,000 | 31   |
| 65      | Kohlhepp, John      | Keller Williams Capital Ptnrs     | 10,417,000 | 31   |
| 66      | Diaz, Byron         | NextHome Experience               | 6,774,000  | 30   |
| 67      | Alley, Rachel M     | Keller Williams Capital Ptnrs     | 14,006,000 | 30   |

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| Rank No | Agent                        | Office Name                    | Volume     | Unit |
|---------|------------------------------|--------------------------------|------------|------|
| 68      | Kovacs, Kimberly A           | Coldwell Banker Realty         | 10,724,000 | 30   |
| 69      | Doyle, Michael               | Real of Ohio                   | 10,869,000 | 30   |
| 70      | Romanelli, Cristina M        | Keller Williams Greater Cols   | 11,722,000 | 29   |
| 71      | Kendle, Ronald D             | RE/MAX Town Center             | 18,685,000 | 29   |
| 72      | Lieu, Jimmy                  | Swiss Realty LTD               | 6,100,000  | 29   |
| 73      | Swihart Valentine, Abigail E | Red 1 Realty                   | 9,827,000  | 29   |
| 74      | Dixon, Tracey L              | Keller Williams Greater Cols   | 11,016,000 | 29   |
| 75      | Richmond, Robert D           | Red 1 Realty                   | 8,392,000  | 28   |
| 76      | Mahler, Jeff A*              | Keller Williams Capital Ptnrs  | 11,662,000 | 28   |
| 77      | Crocco, Katie                | RE/MAX Winners                 | 9,714,000  | 28   |
| 78      | Prewitt, Brandon T           | RE/MAX Partners                | 12,206,000 | 28   |
| 79      | Hood, Shaun                  | Coldwell Banker Realty         | 11,409,000 | 27   |
| 80      | Davis Spence, Katherine      | The Brokerage House            | 20,094,000 | 27   |
| 81      | Roehrenbeck, James F         | RE/MAX Town Center             | 12,793,000 | 27   |
| 82      | Solomon, Arthur A            | Coldwell Banker Heritage       | 4,765,000  | 27   |
| 83      | Lubinsky, John D             | RE/MAX Affiliates, Inc.        | 11,820,000 | 27   |
| 84      | Ogden Oxender, Erin          | Keller Williams Capital Ptnrs  | 11,703,000 | 26   |
| 85      | Croom, David M               | Berkshire Hathaway HS Pro Rlty | 8,244,000  | 26   |
| 86      | Press, Marci L               | Home Central Realty            | 12,257,000 | 26   |
| 87      | MacKenzie, Cynthia C         | CYMACK Real Estate             | 15,745,000 | 26   |
| 88      | Salmons, Robert E            | Entera Realty LLC              | 9,051,000  | 26   |
| 89      | Shaffer, Carlton J           | RE/MAX Partners                | 12,961,000 | 25   |
| 90      | Conley, Amy E                | Cutler Real Estate             | 19,682,000 | 25   |
| 91      | Cleary, Michele L            | Howard Hanna Real Estate Svcs  | 12,149,000 | 25   |
| 92      | Hamilton, V. Patrick         | REMAX Alliance Realty          | 6,228,000  | 25   |
| 93      | Casey, Michael A             | RE/MAX Connection              | 11,384,000 | 25   |
| 94      | Parrett, Constance D         | Cutler Real Estate             | 8,813,000  | 25   |
| 95      | Stevenson, Michelle L        | M3K Real Estate Network Inc.   | 7,503,000  | 25   |
| 96      | Hamrick, Kimberly D          | Keller Williams Consultants    | 8,351,000  | 25   |
| 97      | Wampler, Stacey J            | Sluss Realty Company           | 5,668,000  | 24   |
| 98      | Rano, Richard J              | RE/MAX Affiliates, Inc.        | 14,772,000 | 24   |
| 99      | Falah, Sinan                 | Coldwell Banker Realty         | 9,022,000  | 24   |
| 100     | DiGiorgio, Ross V            | The Westwood Real Estate Co.   | 6,799,000  | 24   |

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Jan. 1 - May 31, as of June 12

| Rank No | Agent                     | Office Name                    | Volume     | Unit |
|---------|---------------------------|--------------------------------|------------|------|
| 101     | Wainfor, Susan            | Coldwell Banker Realty         | 9,578,000  | 24   |
| 102     | Fenters, Margaret M       | Coldwell Banker Realty         | 17,585,000 | 24   |
| 103     | Price, Hugh H             | Howard HannaRealEstateServices | 11,151,000 | 24   |
| 104     | Winland, Jessica          | Coldwell Banker Realty         | 5,832,000  | 24   |
| 105     | Andrews, Trevor R         | Bold Realty                    | 8,716,000  | 23   |
| 106     | Horne, Jeffrey E          | Coldwell Banker Heritage       | 4,310,000  | 23   |
| 107     | Bell, Megan L             | Real of Ohio                   | 8,686,000  | 23   |
| 108     | Meyer, James D            | Cutler Real Estate             | 8,767,000  | 23   |
| 109     | Parham, Janene R          | Red 1 Realty                   | 4,362,000  | 23   |
| 110     | Harr, William Christopher | RE/MAX ONE                     | 7,003,000  | 23   |
| 111     | Marvin, Scott A           | Team Results Realty            | 8,732,000  | 23   |
| 112     | Becker, Kathryn K         | Coldwell Banker Realty         | 12,089,000 | 23   |
| 113     | Judd, Katrina M           | Howard Hanna Real Estate Svcs  | 8,112,000  | 23   |
| 114     | Marsh, Troy A             | Keller Williams Consultants    | 9,389,000  | 22   |
| 115     | Liston, Zeke              | Red 1 Realty                   | 6,145,000  | 22   |
| 116     | Duff, Paige               | Choice Properties Real Estate  | 10,166,000 | 22   |
| 117     | Smith, Andrew L           | Red 1 Realty                   | 6,727,000  | 22   |

| Rank No | Agent                      | Office Name                          | Volume     | Unit |
|---------|----------------------------|--------------------------------------|------------|------|
| 118     | Pattison, Susie L          | Cutler Real Estate                   | 13,134,000 | 21   |
| 119     | Scoby, Jennie              | Keller Williams Consultants          | 8,670,000  | 21   |
| 120     | Fisher, Keli M             | e-Merge Real Estate Results          | 6,043,000  | 21   |
| 121     | Hall, Connie L             | Rock House Realty LLC                | 6,167,000  | 21   |
| 122     | Giessler, Amy R            | Cam Taylor Co. Ltd., Realtors        | 11,785,000 | 21   |
| 123     | Hart, Kevin                | Keller Williams Capital Ptnrs        | 6,342,000  | 21   |
| 124     | Groza Yoko, Emily          | The Brokerage House                  | 10,997,000 | 21   |
| 125     | Jenkins, Brady J           | RealtyX-Real Estate Xperts LLC       | 4,930,000  | 21   |
| 126     | Murphy, Patrick J          | Keller Williams Consultants          | 8,962,000  | 21   |
| 127     | Davis, Elton E             | RE/MAX ONE                           | 5,508,000  | 21   |
| 128     | Sunderman, Mary K          | Keller Williams Capital Ptnrs        | 10,682,000 | 21   |
| 129     | Barash, Vadim              | NextHome Experience                  | 6,983,000  | 21   |
| 130     | Wills, Elizabeth Genevieve | Rock House Realty LLC                | 6,954,000  | 21   |
| 131     | Fader, Scott               | Joseph Walter Realty, LLC            | 3,254,000  | 21   |
| 132     | Kessel-White, Jennifer     | KW Classic Properties Realty         | 7,473,000  | 20   |
| 133     | Donovan, Anne              | Coldwell Banker Realty               | 9,547,000  | 20   |
| 134     | Chambers, Tracy            | Keller Williams Consultants          | 9,651,000  | 20   |
| 135     | Ford, Clint A              | Coldwell Banker Realty               | 8,198,000  | 20   |
| 136     | Boot, Yuriy A              | BUCH Realty, LLC                     | 6,823,000  | 20   |
| 137     | Chudik, Margaret L         | Coldwell Banker Realty               | 10,292,000 | 20   |
| 138     | Poland, Sibley             | Red 1 Realty                         | 5,599,000  | 20   |
| 139     | Winter, Brad               | Engel & Volkers Real Estate Advisors | 12,423,000 | 20   |
| 140     | Payne, Donald A            | Vision Realty, Inc.                  | 5,314,000  | 20   |
| 141     | Mullins, Rebekah           | Red 1 Realty                         | 5,034,000  | 20   |
| 142     | Baisden, Anne M            | RE/MAX ONE                           | 7,396,000  | 20   |
| 143     | Parsley, David H           | Firstmark Real Estate LLC            | 11,808,000 | 20   |
| 144     | Erickson, Cinda D          | Berkshire Hathaway HS Pro Rlty       | 3,478,000  | 20   |
| 145     | Hensel, Drew R             | RE/MAX ONE                           | 8,112,000  | 20   |
| 146     | Smith, Anita K             | EPCON Realty, Inc.                   | 8,756,000  | 20   |
| 147     | Rano-Jonard, Linda M       | RE/MAX Affiliates, Inc.              | 7,552,000  | 19   |
| 148     | Shields, Bradley L         | Coldwell Banker Realty               | 9,772,000  | 19   |
| 149     | Farwick, Thomas M          | KW Classic Properties Realty         | 10,991,000 | 19   |
| 150     | Richards, Katie            | Keller Williams Greater Cols         | 8,760,000  | 19   |

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